

Message Text

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ORIGIN XMB-04

INFO OCT-01 EA-10 ISO-00 EB-07 EUR-12 L-02 /036 R

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P 212108Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO PRIORITY

UNCLAS STATE 118858

E.O. 11652: N/A

TAGS:EFIN, JA

SUBJECT: IMPACT OF GENTLEMEN'S AGREEMENT NEGOTIATIONS IN BRUSSELS ON
JAPANESE EXPORT FINANCING PROGRAMS

ATTN: BILL ESCOUBE

PASS: GORDON R. PLANTS, EXIMBANK OFFICIAL VISITING TOKYO

IN LIGHT OF DEVELOPMENTS IN GENTLEMEN'S AGREEMENT NEGOTIATIONS AT
BRUSSELS, ADDITIONAL INFORMATION NOW REQUIRED FOR ANALYSIS OF POTEN-
TIAL IMPACT OF AGREEMENT ON JAPANESE EXPORT FINANCING PROGRAMS. IN
ADDITION TO INFORMATION ALREADY BEING SOUGHT ON MIXED CREDITS, BILAT-
ERAL CREDIT LINES, AND LOCAL COST FINANCING, NEED DATA ON DISTRIBUTIO
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OF PREFERENTIAL LENDING FOR SOME RECENT PERIOD, FOR EXAMPLE, LAST THR
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OR FOUR YEARS. TRY TO ASCERTAIN VALUE OF PREFERENTIAL CREDITS FOR
ALL PROGRAMS, AND ASSOCIATED EXPORT VALUES, BROKEN DOWN BY MARKET
(LESS THAN ONE THOUSAND DOLLAR PER CAPITA GNP MARKETS, BETWEEN ONE
THOUSAND AND THREE THOUSAND DOLLAR PER CAPITA MARKETS, AND MORE
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THAN THREE THOUSAND DOLLAR PER CAPITA GNP MARKETS) AND MATURITIES
(TWO TO FIVE YEARS, FIVE TO EIGHT AND A HALF YEARS, EIGHT AND A
HALF TO TEN YEARS, TEN TO TWELVE YEARS), ALSO AVERAGE INTEREST
RATE AND INTEREST RATE RANGE FOR EACH MARKET AND MATURITY CATEGORY.

ALL DATA SHOULD BE COLLECTED EXCLUDING AIRCRAFT, GROUND
STATIONS, NUCLEAR POWER AND SHIPS. RECOGNIZE YOU ARE UNLIKELY
TO GET DATA DURING VISIT BUT IMPORTANT TO SET PROJECT IN
MOTION NOW AND MAKE ARRANGEMENTS WITH EMBASSY FOR FOLLOW-UP.
DEFINITELY NEED ANSWERS WITHIN NEXT TWO WEEKS AT THE OUTSIDE.
INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 26 AUG 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CREDIT AGREEMENTS, EXPORTS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE118858
Document Source: ADS
Document Unique ID: 00
Drafter: STEPHEN H. GOODMAN/VF XMB
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: D750178-0935
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t197505103/baaaakit.tel
Line Count: 64
Locator: TEXT ON-LINE, TEXT ON MICROFILM
Office: ORIGIN XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags: ANOMALY
Review Date: 30 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <30 JUL 2003 by BalzMJ>; APPROVED <26 JAN 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> jms 971015
Subject: n/a
TAGS: EFIN, JA, US, XMB
To: TOKYO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006